

Agenda

- Negotiation definition
- 7 Elements of building negotiations
- Negotiation preparation
- Conduct of negotiation
- Do's and Don'ts
- Working with interpreters





Negotiation Preparation

- **Do your homework**
- **Internal Preparation**

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Conduct of Negotiation

- **Approach the site**
- **Opening Talks**
- **Main Talks**





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Working with Interpreters

- Importance of the interpreter
- Selection criteria
- Planning considerations
- How to work with interpreters







